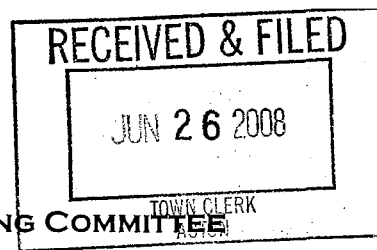


VOLUNTEER COORDINATING COMMITTEE

VOLUNTEER APPLICATION



TOWN OF ACTON
472 MAIN STREET
ACTON, MA 01720

TELEPHONE (978) 264-9612
FAX (978) 264-9630
E-MAIL VCC@ACTON-MA.GOV

Residents interested in serving on a Town Board, Committee or Commission are requested to complete this form and forward it to the Office of the Town Manager at Town Hall.

(Please print or type)

Title <u>Mr.</u> Mrs. Ms. Dr.	E-mail Address <u>rsyacoubi@msd.com</u>	Date <u>6/26/08</u>
Last Name <u>YACOUBI</u>	First Name <u>RAY</u>	Middle Initial <u>S.</u>
Street Address <u>554 Great Elm Way</u>	Home Phone <u>978 263 6764</u>	Business Phone <u>781 301 9137</u>

Please refer to the other side of this sheet and indicate below, in order of preference, the Board, Committee or Commission that is of interest to you: PLANNING BOARD

Have you previously been a member of a Board, Committee or Commission (either in Acton or elsewhere)? If so, please list the Board name and your approximate dates of service: NO

Do you have any time restrictions? Yes - work full time

Are you a U.S. Citizen? Yes How long have you lived in Acton? 22 yrs In Massachusetts? 22 yrs

Present occupation and employer (Optional: Attach résumé) GLOBAL INSIGHT, Business Exec
see attached resume

Do you or your employer have any current or potential business relationship with the Town of Acton that could create a conflict of interest? NO

Education or special training: see attached resume

Please list below any additional information or comments that may help in the matching of your interests with the most appropriate Board/Committee, such as civic experience, special interest/hobbies, etc.:

see attached resume

TOWN OF ACTON VOLUNTEER BOARDS, COMMITTEES AND COMMISSIONS

Acton Community Housing
Acton-Boxborough Cultural Council
Aging, Council on
Appeals, Board of
Assessors, Board of
Cable Advisory Committee
Cemetery Commission
Commission on Disabilities
Community Preservation Committee
Conservation Commission
Fair Housing Committee
Finance Committee
Hanscom Field Advisory
Health, Board of

Historic District Commission
Historical Commission
Joint Technology Advisory Committee
Metropolitan Advisory Planning Council
Minuteman Home Care
Minuteman Vocational School Representative
Personnel Board
Planning Board
Public Ceremonies Committee
Recreation Commission
South Acton Revitalization Committee
Town Report Committee
Transportation Advisory Committee
Volunteer Coordinating Committee

Thank you. If you have questions or would like more information, please contact a member of the Volunteer Coordinating Committee. Current membership may be obtained through the Town Manager's office at Town Hall, (978) 264-9612.

The space below is for use by the Volunteer Coordinating Committee and the appointing body to record the status of your application.

VCC Interview

Applicant Called _____

Schedule Date & Time _____

Recommendation _____

Board, Committee or Commission

Recommendation Sent _____

☐ No openings at this time

Appointing Body

Selectmen / Manager / Moderator

Interview Date _____

Appointed Date _____

Term _____

Member / Alternate / Associate

Member / Alternate / Associate

Member / Alternate / Associate

Member / Alternate / Associate

Notification of Appointment

Received by VCC _____

Committee Notified _____

Applicant Notified _____

RAY S. YACOUBY

554 Great Elm Way

Acton, MA 01716

rsyacoubu@msn.com

Phone: (978) 263-6764

Cell: (617) 694-1180

SUMMARY

Results Oriented Information Technology and Sales Executive with experience directing multidisciplinary IT organizations. Track record in providing executive leadership, developing technology strategies, executing plans and managing technical resources to achieve an organizations business objectives. Extensive experience in organizational change management. Known as a skilled communicator accustomed to collaborating at all levels in an organization, a strong facilitator and team builder.

SELECTED ACCOMPLISHMENTS

- Led the migration from mainframe proprietary hardware and software systems to client server architecture (\$8.5M project) resulting in
 - ~ Permanently reducing technology costs by \$5M per year.
 - ~ Positioning the company strategically to utilize emerging technology developments.
- Rebuilt technology infrastructure for an \$10M CPA Firm over 18 months on time and under budget (\$1M budget) by:
 - ~ Developing a Technology Architecture and implementing a migration.
 - ~ Hiring Sales & Marketing Professionals and Implementing a Marketing plan that increased Sales by 300%.
 - ~ Implementing a customer focus and integrating an acquisition into the Firm.
 - ~ Reorganizing and reorienting the internal Technology Function.
- Formed an Operations Group for a \$54M Information Services Company, resulting in:
 - ~ Reduced costs of \$6M per year.
- Created successful Consulting Team, resulting in increase in staff from one to six professionals.
 - ~ Grew revenue from \$150,000 to \$4,000,000 per year.
- Rebuilt the technology infrastructure for a \$15 million Student Health Insurance Company.
 - ~ Assessed, recommended and implemented a migration within 12 months on time and under budget.
 - ~ Reduced Claims Processing downtime from 25 % to less than 1%.

PROFESSIONAL EXPERIENCE

Staples – Store 1219 Acton, MA
(The World's Leading Office Supply Store)

2002-2006

Sales Manager

Responsible for sales achievement in a high volume fast paced store. Met or exceeded objectives. Store ranked in top 50 of over 1800 stores in key sales metrics. Oversaw hiring and development of staff and drove sales culture in the store.

VITALE CATURANO & COMPANY, Boston, MA

1999-2001

(One of US's Top 100 Full Service CPA Firms servicing a diversified mid market client base)

Vice President and Director of Technology

Hired to reengineer the Technology function and build a world class Information Systems Technology and Consulting Group. Consulted with senior management to advise on the appropriate and cost effective use of information technology to manage internal and external business opportunities.

Oversaw business development, systems planning and design, budgeting, staffing, operations management, policy/procedure development, capital acquisition and asset management.

- Developed a Strategic Plan for the rebuilding of the Technology Infrastructure, gained executive committee approval and implemented within 18 months on time and 10% under \$1,000,000 budget.
 - ~ Consolidated from 18 servers to a rational Rack Mounted system of five enterprise class servers.
 - ~ Migrated to Windows 2000 Server and Professional throughout the organization.
 - ~ Reorganized and rebuilt the Internal IT Support Staff.
 - ~ Rebuilt internal development staff.
- Integrated a newly acquired company to focus on external technology consulting - \$1.5M revenue budget
- Developed and implemented a Sales & Marketing Plan that increased Sales by 300% by hiring sales professional and Marketing Director.
- Established Customer Service Focus, developed metrics to monitor customer satisfaction, and ultimately improved customer satisfaction by 100%.
- Developed a Technology Architecture to guide firm in its selection and development of future technology investments
- Facilitated the formation of a Firm Wide Technology Steering Committee to ensure business input into technology direction and management

WSI/EMERGE, Billerica, MA

1996 to 1998

(Start-Up information service subsidiary of TASC, a \$450M company acquired by Litton Industries in 1998.)

Manager of Operations and Customer Support

Responsible for the start-up of a new information services business utilizing defense oriented technology applications in the commercial sector. Had full P&L responsibility to introduce the technology, established a formal operating structure and identify/capture new business. Scope included strategic planning, sales & marketing, budgeting, staffing, organizational design, policy/procedure development, capital acquisition and asset management. Additionally, participated in product development, Internet distribution and customer relationship management. Responsible for a \$6M budget.

- Recruited 30+ product development, sales, marketing, customer service and production personnel, established goals and objectives, and provided leadership across the organization. Led the successful launch of an Internet-based delivery service within nine months. Delivered \$5M in revenues in first two years of operation.
- Participated in the transition of defense oriented GPS/guidance systems and digital imaging technology into a commercial information service providing weather and remote sensed imagery and Internet delivery of data to the Agriculture Industry.
- Determined the Internet as the most appropriate delivery channel to enhance visibility and firmly establish a foothold in the marketplace. Managed a strategic distribution alliance and justified the need for E-commerce as the primary vehicle for service delivery.

THE CHICKERING GROUP, Cambridge, MA

1994 to 1996

(Leading provider of student health insurance programs, claims administration, managed care products, risk analysis and customized plan designs.)

Senior Vice President, Information Systems & Services

Hired to reengineer the internal data processing function and build a world class Information Systems Group. Consulted with senior management to advise on the appropriate and cost effective use of information technology to manage internal business opportunities and external communications. Scope of responsibilities included systems planning and design, budgeting, staffing, operations management, policy/procedure development, capital acquisition and asset management.

- Developed Long Term Strategic Plan for the business use of Technology, resulting in reduction of claim processing downtime from 25% to less than 1%.
- Devised and executed a migration from Wang VS to Client/Server architecture in one year on time and under budget (\$500,000 Budget).
- Oversaw the development of a rational information reporting strategy.

DRI/McGRAW-HILL, Lexington, MA

1973 to 1994

(Worldwide provider of consulting services, economic forecasting and economic and financial data to Fortune 500 companies and other major corporations. Pioneered the introduction of timesharing applications and client/server technologies for quantitative analysis and econometric modeling.)

Senior Vice President (1993 to 1994)

Information Management Consulting

Directed a high-profile consulting practice specializing in the development of customized information technology applications for Client/Server environments. Worked exclusively with major corporate and utility clients throughout North America to establish ongoing business and sales relationships.

- Built practice from start-up to over \$500,000 in revenues in less than one year.
- Advised client companies and provided high-level technical support for large-dollar Systems Process Re-engineering projects involving the use of multiple internal and external information sources.

Senior Vice President of Operations (1989 to 1993)

Led the start-up and subsequent management of a complete internal operations team for a \$54M information services and consulting company. Given complete autonomy for establishing policies, procedures, standards and infrastructure for the effective leadership of a high-tech operating division.

- Architected and led the internal conversion from mainframes to PCs with LAN technology to shift from timesharing applications to Client/Server technology. Resulted in a \$5M reduction in annual IT expenditures (e.g., staffing consolidation, lower cost and more sophisticated technology, improved processes).
- Restructured internal printing and publishing production units for a \$1M annual savings in operating costs.
- Introduced an 800-number customer service function to provide 24-hour technical support to DRI's North American client base.

Vice President of Technology Systems (1988 to 1989)

Directed the development of internal systems technologies and software to support external client applications. Managed a team of 45 systems programmers, analysts and project managers.

- Led development and market introduction of PC downloading link technology that supported over \$8.5M in sales.
- Reduced technology development and delivery costs by more than 50% through a series of internal reorganization and process improvement initiatives.

Vice President of Technology Consulting (1985 to 1988)

Senior Executive with full responsibility for the strategic planning, development and leadership of a large sales consulting organization supplying sophisticated technology to DRI clients in the U.S. and abroad. Directed a team of 20.

- Converted client base from timesharing applications to client/server technology, requiring complete redesign of all sales, marketing and consulting practice operations to reposition company within a rapidly changing technical environment.
- Drove forward the design of decision support systems to integrate DRI technology with customized client software applications.

Vice President of Federal Sales (1982 to 1984)

Directed a nationwide federal sales, marketing, and client development and consulting practice. Counseled senior management on government contracting and competitive bidding.

Director of Federal Timesharing Applications (1979 to 1981)

Led an eight-person technical staff responsible for the sale and development of customized applications for federal clients nationwide. Facilitated the integration of hundreds of individual client contracts into one GSA contract.

- Achieved a 20% revenue increase despite large discount negotiated as part of GSA contract.

Consultant/Managing Consultant (1973 to 1979)

Promoted from Consultant to Managing Consultant directing a team of six sales and technical professionals. Built a large federal sales organization into a multi-million dollar, high-growth enterprise.

- Increased regional sales revenues from \$1M to \$4M. Increased profits from \$400,000 to over \$2M.

EDUCATION

GEORGETOWN UNIVERSITY, Washington, DC
McGraw-Hill General Management School

AWARDS

DRI/McGraw-Hill Product Achievement Award – 1990
Litton TASC Presidents Award – Entrepreneurial Excellence 1998

ASSOCIATIONS/INTERESTS

Former President, Current Board of Directors Member of a 350-family congregation
Active in civic affairs and youth sports coaching